

**Golf Commission Meeting
November 28, 2011
Minutes**

Members Present: Ron Dray, Chairman; Owen Evans, Vice-Chairman; Teri Deal (arrived 7:40 PM); Dave Galla; Tony Guzzi; Tony Johnson; Jim Steidlmayer; Jonathan Turk

Members Absent: George Furkiotis

Ron Dray, Chairman, called the meeting to order at 7:30 PM.

Review and Approval of Prior Minutes:

Review and approval of the Minutes of October 24, 2011 . . . A Motion was made by Mr. Galla, seconded by Mr. Steidlmayer to approve the minutes as is. Motion carried unanimously.

Audience Participation:

- None

Director of Golf Course Properties Report (Hidalgo Nagashima):

Labor:

- Director of Golf Course Properties (Nagashima)
- Mechanic (Plaveck)
- Full-time Greensmen (Cook, Cook, Gallant, Romano)
- One part-time groundskeeper (Markaj)

Maintenance Department Outline:

- Both courses are in excellent shape.
- All approaches were aerified on the Knolls. The greens were verti-drained in mid-November.
- The bunker complex on #18 is complete as are the bunker face repairs on #7 and #9.
- In preparation for winter, all fairways and Knolls tees were sprayed for snow mold. The Knolls greens were treated twice and the Glens greens once. The final spray will be the second spray on the Glen greens and tees.
- Mr. Nagashima will meet with the Green Committee to discuss winter preparations for the course.
- The majority of leaves have been cleaned up.
- The irrigation system has been winterized. The outdoor bathrooms will be winterized next week.

Project Follow-up:

- We are still in the process of receiving additional quotes for the renovations to the maintenance area.

Green Committee (Owen Evans):

- Mr. Evans and the Green Committee will meet to discuss the merits and prioritization of further bunker renovations.

Director of Golf Operations/Head Professional Report (Bobby Brown & Jon Janik):**Monthly rounds:**

- October rounds Knolls 2011 – 3,389 vs. 2010 – 4,139, Glen 2011 – 1,561 vs. 2010 – 1,662.
- October income 2011 - \$159,111 vs. 2010 - \$174,008.
- Winter storm Alfred closed the course from October 29th through November 4th.

Golf Operations:

- November weekend 8:30 AM shotguns have been well-attended and rounds on the Glen continue to be steady.
- The rounds for Thanksgiving week were very strong with the exception of Thanksgiving day which only saw 27 rounds on the Knolls and 19 on the Glen
- The starter and ranger staff has been reduced.
- Revenue for November is trending higher than 2010.
- Mr. Brown together with Mr. Nagashima recommended a closing date of December 23rd for the 2011 season, weather permitting. The Commission agreed.

Pro Shop:

- Final clearance sales will continue until the end of the season.
- There will be a pro shop closeout sale on December 10th.
- Fall pre-book meetings have concluded. Orders for 2012 are being placed and will finish after the PGA Merchandise Show.
- All pro shop credits must be redeemed by December 15th or the last day of play whichever comes last.

Instructional Programs:

- The total number of Adult program participants for the 2011 season is 138. The programs included Ladies Golf School, Couples Golf School, Short Game School, and ½ Day Golf School.
- The total number of unique Junior program participants for the 2011 season is 530. The programs included Instructional Programs (65), Summer Camp (159), Tashua Glen League (58), Junior Golf Club (38), Summer Advanced Camp (13), LPGA-USGA Girl's Golf (199), Tuesday Swing Clinic (16), and Adult/Junior Tournaments (31)

House Committee:

- The gutters on the clubhouse will be replaced in the spring. Roof rakes will be purchased to help with snow removal this winter.
- There is a problem with the septic system on the restaurant side of the clubhouse. It has been determined that it is the responsibility of the Concessionaire to fix the problem.

Finance (Dave Galla & Jonathan Turk):**Monthly revenue - October Munis****Revenue 2011**

*Reported by C. Plumeau and POS system***

Total Income (including carts)**

<u>2010</u>	<u>2011</u>	<u>Change</u>
\$174,005	\$161,806	-7%

Knolls (including carts)**

<u>2010</u>	<u>2011</u>	<u>Change</u>
\$143,270	\$126,536	-12%

Glen (including carts)**

<u>2010</u>	<u>2011</u>	<u>Change</u>
\$31,901	\$31,019	-0%

Rounds Analysis**Knolls**

<u>2010</u>	<u>2011</u>	<u>Change</u>
4,139	3,398	-18%

Glen

<u>2010</u>	<u>2011</u>	<u>Change</u>
1,662	1,561	-6%

Golf Cart Sales**Usage**

<u>2010</u>	<u>2011</u>	<u>Change</u>
4,158	3,346	-20%

Expenses:**Items of Note:**

- None

Annual Income Analysis

	2006/2007	2007/2008	2008/2009	2009/2010	2010/2011	2011/2012	YOY Change
July	298,759	338,129	349,235	349,368	308,880	310,293	0.5%
August	296,946	296,366	313,028	307,515	347,428	340,342	-2.1%
September	236,314	255,737	272,890	300,783	285,885	225,421	-26.8%
October	154,412	156,507	155,835	153,187	158,778	164,448	3.4%
November	89,415	60,925	54,929	86,395	82,555	0	0.0%
December	47,154	8,817	15,733	13,830	14,916	0	0.0%
January	2,768	3,463	73	140	-718	0	0.0%
February	1,700	2,990	339	2,780	4,676	0	0.0%
March	12,916	26,048	50,591	30,382	12,592	0	0.0%
April	115,777	179,889	188,703	197,860	144,913	0	0.0%
May	296,403	258,558	277,921	242,939	278,406	0	0.0%
June	303,218	319,167	292,608	366,530	339,389	0	0.0%
Total	1,855,783	1,906,597	1,971,886	2,051,707	1,977,699	1,040,504	0.0%

Budget:

- Mr. Galla and Mr. Turk distributed copies of a preliminary budget for the next fiscal year. The budget represents an increase of 1.842% over the present budget. The majority of the increase is due to the principal on our bonds and our portion of the reimbursement to the general fund. Both of these categories are not under our control. All Commissioners were asked to review the budget for vote at the December 19th Commission meeting.

Correspondence:

- Mrs. Kristine Miklus of the Donald Miklus Foundation sent a letter to the Commissioners thanking them for their hole sponsorship at their tournament this year.
- A request was received from Mr. John Gueterman, President of the Senior Mens Club regarding their 2012 season.

A motion was made by Mr. Guzzi; seconded by Mr. Johnson; to approve the Tashua Knolls Senior Mens Club requests as follows:

1. Block time for the 2012 season on Wednesday mornings beginning in April and ending in November.
2. Interclub Event on Wednesday, September 19, 2012 with an 8:00 AM start time for 100 golfers at resident rates.
3. Junior Golf Event on Tuesday, July 12, 2012 with an 8:00 AM starts time on both the Knolls and Glen.

Motion carried unanimously.

- A request was received from Mrs. Kathleen Davidson, President of the Ladies 18 Holers Club regarding their 2012 season.

A motion was made by Mr. Galla; seconded by Mr. Steidlmayer; to approve the Tashua Knolls Ladies 18 Holer Club requests as follows:

1. Block time for the 2012 season on Thursday mornings beginning in April and ending in November.
2. Member/Guest Tournament on Thursday, August 2, 2012 with an 8:00 AM shotgun starts for 80 golfers with carts at resident rates.
3. Southern Connecticut Women's Golf Association Tournament on Thursday, June 21, 2012 with an 8:00 AM shotgun start for 80 golfers with golf carts at resident rates.

Motion carried unanimously.

Old Business:

- None

New Business:

- Mr. Brown discussed the conversion of our present Point of Sale (POS) system to the Fore Reservations software. Although this was previously approved by the Commission the question still remains as to who will take over our internal IT responsibilities. Mr. Brown is working on several alternatives and will report at the December meeting.
- Mr. Dray thanked his fellow Commissioners for all their hard work and help during his year as Chairman of the Commission.
- Mr. Steidlmayer thanked everyone on the Commission who worked with him during his years of service.

Adjournment:

A motion was made by Mr. Galla at 8:40 PM; seconded by Mr. Turk; to adjourn the meeting. Motion carried unanimously.

Respectfully submitted,

Christine A. Plumeau
Golf Course Commission Clerk